

Message Text

LIMITED OFFICIAL USE

PAGE 01 MANAGU 00721 142235Z

ACTION EB-08

INFO OCT-01 ARA-06 ISO-00 PM-04 CIAE-00 INR-07 NSAE-00

SS-15 SP-02 NSC-05 L-03 OMB-01 TRSE-00 MC-02 /054 W

-----142244Z 039744 /64

P R 142158Z FEB 77

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC PRIORITY 2313

INFO SECDEF WASHDC

USDOC WASHDC

SOUTHCOR PANAMA

LIMITED OFFICIAL USE MANAGUA 0721

SOUTHCOR FOR USAFSO/QUARRY HEIGHTS, CANAL ZONE

E.O. 11652: NA

TAGS: BPRO, EAIR, ESTC, MMOL, NU

SUBJECT: NICARAGUAN AIR FORCE INTERESTED IN ACQUIRING HELICOPTERS

SUMMARY: BEGIN LIMITED OFFICIAL USE. THE NICARAGUAN AIR FORCE IS SEEKING TO BUY SEVERAL NEW HELICOPTERS OF BOTH HEAVY DUTY AND OBSERVATION VARIETIES. DEFENSE MINISTER IS PARTICULARLY INTERESTED IN GETTING BELL HUEY'S AND CLAIMS TO HAVE MONEY AVAILABLE TO BUY HELICOPTERS HE WANTS THROUGH COMMERCIAL CHANNELS. HE SEEKS PRICES AND TECHNICAL DATA FOR US EQUIPMENT ASAP. PRESENT AIR FORCE HELICOPTER FLEET ANTIQUATED. COST OF HELICOPTER PACKAGE ESTIMATED AT \$7 MILLION. EMBASSY AND DOD ELEMENTS HERE SUPPORT SALE. ACTION REQUESTED: THAT THE DEPARTMENT DECIDE WHETHER USG SHOULD NOTIFY US SUPPLIERS OF THIS SIZEABLE SALES OPPORTUNITY. END SUMMARY

1. NICARAGUAN DEFENSE MINISTER, GENERAL SANCHEZ, HAS INFORMED US MILITARY GROUP AND DATT THAT HE WISHES TO ACQUIRE NEW HELICOPTERS FOR THE NICARAGUAN AIR FORCE (FAN). HE EXPRESSED PARTICULAR PREFERENCE FOR BELL HUEY UH-1, HEAVY-DUTY CARGO HELICOPTERS. HE ALSO INDICATED AN INTEREST IN BUYING SMALLER, LOW ALTITUDE

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MANAGU 00721 142235Z

OBSERVATION HELICOPTERS (LOH) AS WELL. SANCHEZ SAID THAT HE NOW HAS MONEY AVAILABLE TO PURCHASE THE HELICOPTERS HE WANTS AND WOULD LIKE TO GET IN TOUCH WITH THE US MANUFACTURERS DIRECTLY. (THE MINISTER SAID HE DOES NOT WANT TO DEAL WITH BELL'S LOCAL REPRESENTATIVE WHOM HE DISTRUSTS AND BELIEVES WOULD DEMAND TOO GREAT A CUT ON ANY PURCHASE DEAL.)

2. GENERAL SANCHEZ EMPHASIZED THAT HE WANTS NEW AIRCRAFT, NOT RECONDITIONED HELICOPTERS, SINCE HE WANTS TO MODERNIZE FAN'S PRESENT HELICOPTER FLEET. (FAN CURRENTLY HAS FIVE ANTIQUATED H-34 HELICOPTERS WHICH WERE PURCHASED FROM MONTH-BALL STORAGE ABOUT TWO YEARS AGO AND ONE H-34 WHICH HAS BEEN CONVERTED TO AN ST-58 TWIN TURBINE HELICOPTER. FAN IS AWAITING DELIVERY OF THREE OTHER H-34'S WHICH ARE BEING RECONDITIONED IN US BY KEYSTONE CORP. FAN ALSO HAS ONE SMALL OH-6 IN FLYING CONDITION AND TWO OTHER OH-6'S DOWN FOR REPAIRS.) SANCHEZ SAID HE WANTS TO GO THROUGH COMMERCIAL CHANNELS FOR HELICOPTER PURCHASE AND WANTS STRIPPED WOWN VERSIONS OF WHATEVER HELICOPTERS HE CHOOSESZ. HW WOULD LIKE AS SOON AS POSSIBLE PRICE AND TECHNICAL INFORMATION DIRECTLY FROM INTERESTED US SUPPLIERS. MINISTER SPOKE OF A FEBRUARY 19 DEADLINE FOR BASIC INFORMATION.

3. EMBASSY UNDERSTANDS THAT GENERAL SANCHEZ IS THINKING OF BUYING ABOUT SIX HEAVY-DUTY HELICOPTERS AND THREE LOH'S OF THE OH-6 CLASS. EMBASSY ESTIMATES THAT HELICOPTER PACKAGE OF THIS SIZE COULD COST NEARLY \$7 MILLION, DEPENDING ON VERSIONS SELECTED, AMOUNT OF PILOT TRAINING MANUFACTURER WOULD OFFER, AND QUANTITIES OF SPARE PARTS ORDERED. EMBASSY ALSO UNDERSTANDS THAT FAN EXPLORING HELICOPTER PURCHASES FROM OTHER COUNTRIES AS WELL.

5. EMBASSY AND DOD ELEMENTS HERE SUPPORT THIS POSSIBLE SALE. MODERNIZATIN OF FAN, INCLUDING HELICOPTER FLEET, IS CONSISTENT WITH MILGP OBJECTIVES. EMBASSY FEELS COMMERCIAL BENEFITS TO US OF SUCH SALE WOULD BE SIGNIFICANT.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 MANAGU 00721 142235Z

5. EMBASSY FULLY AWARE OF NEED FOR US EXPORT LICENSING BEFORE ANY SUCH SALE CAN BE FINALIZED BUT FEELS IT DESIRABLE THAT WASHINGTON AGENCIES FIRST DECIDE WHETHER US SUPPLIERS OF HELICOPTERS SHOULD BE ALERTED THROUGH USG CHANNELS TO THIS SALES OPPORTY. END LIMITED OFFICIAL USE.

6. BEGIN UNCLASSIFIED. IF WASHINGTON AGENCIES HAVE NO OBJECTION, EMBASSY RECOMMENDS THAT COMMERCE DEPARTMENT NOTIFY US SUPPLIERS THAT NICARAGUAN AIR FORCE INTERESTED IN BUYING ANUMBER OF HEAVY DUTY, CARGO HELICOPTERS AND A FEW SMALLER OBSERVATION HELICOPTERS, AND THAT THE DEFENSE MINISTER WISHES TO DEAL WITH US SUPPLIERS DIRECTLY. THE DEFENSE MINISTER AND HIS ADDRESS ARE:
GENERAL HEBERTO SANCHEZ B.
MINISTERIO DE DEFENSA
MANAGUA, NICARAGUA
TEL: 61919
CORRESPONDENCE MAY BE IN ENGLISH, BUT SPANISH PREFERABLE.
EMBASSY AVAILABLE TO ASSIST VISITING BUSINESSMEN. IN VIEW OF URGENT NEED FOR BASIC INFO, INTERESTED FIRMS MAY WISH TO CABLE

MINISTER OR PHONE HIM IMMEDIATELY.
THEBERGE

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY PROCUREMENT, EXPORT LICENSES, HELICOPTERS
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU00721
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770052-0707
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770245/aaaabnil.tel
Line Count: 118
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cbf66dc7-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 01-Apr-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3329100
Secure: OPEN
Status: NATIVE
Subject: NICARAGUAN AIR FORCE INTERESTED IN ACQUIRING HELICOPTERS SUMMARY: BEGIN LIMITED OFFICIAL USE. THE NICARAGUAN AIR FORCE IS SEEKING TO BUY SEVERAL NEW HELICOPTERS OF BOTH
TAGS: BPRO, EAIR, ESTC, MMOL, NU, US, BELL
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/cbf66dc7-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009